

RPTB2

## TRADE AND INVESTMENT PROMOTION PLANNING SYSTEM

## 90/91 EXPORT PROMOTION PRIORITIES

Mission: NAIROBI

Country: UGANDA

The Mission selected the following sectors as priority areas for export promotion activities for the coming fiscal year for the stated reason:

1. POWER & ENERGY EQUIP. & SERV.  
World Bank/IDA plans for hydro power generation and African Development Bank plans in transmission offer good opportunities for Cdn firms in consulting services and equipment supply. Rural electrification is in the early stages of project preparation for IDA financing.
2. EDUCATION, MEDICAL, HEALTH PROD  
The health sector in Uganda is a high priority. The emerging World Bank Health I project has several distinct components totalling over \$ 40 million, offering opportunities for Canadian firms in consulting services and equipment supply. Health II is also under preparation, leading to further opportunities for competitive firms.
3. TRANSPORT SYS, EQUIP, COMP, SERV.  
Uganda Railways has extensive rehabilitation plans and is receiving some IBRD funding for priority needs. Several bilateral donors are supplying capital eqpt. Main opportunities for Cda appear to be in consulting svcs and training. Rehab plans in civil aviation and airport infrastructure offer prospects for Cdn services and equipment.
4. OTHER SERVICES  
Under World Bank/IMF structural adjustment program, funding is being provided to support broad institutional reform. There is also a range of contract opportunities in financial and management consulting services for Canadian firms willing to pursue this emerging market.
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- 6.

The most important current Canadian export sectors to this market are (based on actual export sales):

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|--------------------------------------|----|
| 1. CONSUMER PRODUCTS & SERVICES      | 4. |
| 2. TRANSPORT SYS, EQUIP, COMP, SERV. | 5. |
| 3. INDUSTRIAL MACHIN, PLANTS, SERV.  | 6. |